

Message Text

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ACTION SS-25

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EXDIS

FOR FRANK WEIL, COMMERCE FROM AMBASSADOR

E.O. 11652: N/A
TAGS: APER, EGEN, JA, US
SUBJECT: TRADE FACILITATION COMMITTEE: K.S. WU

1. APPRECIATE YOUR ASKING FOR MY THOUGHTS ON HIRING
K.S. WU.

2. INSPECTORS WHO RECENTLY COMPLETED INSPECTION OF
POST MADE RECOMMENDATIONS FOR ESTABLISHMENT OF
POSITION FOR TRADE FACILITATION OFFICER AND WE INTEND
TO SUPPORT THE RECOMMENDATION. WE ANTICIPATE
CONSIDERABLE EXPANSION OF VOLUME OF WORK IN THAT
AREA IN RESPONSE TO EFFORTS OF SECRETARY KREPS AND
YOURSELF WITH BUSINESS COMMUNITY. IN A SENSE OF
COURSE WE ALL CONSIDER OURSELVES TRADE FACILITATION
OFFICERS; WE APPROACH JAPANESE GOVERNMENT AND
BUSINESS WITH ALL APPROPRIATE VIGOR WHENEVER WE
FIND BARRIERS TO SALES OF U.S. PRODUCTS; BUT WE
CAN ALWAYS USE ANOTHER HAND.

3. INSPECTORS RECOMMENDED POSITION BE MADE
AVAILABLE BY ABOLISHING ONE POSITION AT TRADE CENTER
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AND REPROGRAMMING IT. WE HAVE NOT BEGUN DISCUSSIONS
ABOUT THAT RECOMMENDATION.

4. IDEALLY OF COURSE I WOULD PREFER TO HAVE TRADE
FACILITATION WORK DONE BY EXPERIENCED CAREER
FOREIGN SERVICE OFFICER WITH JAPANESE LANGUAGE
SKILLS AND EXPERIENCE IN JAPAN. GIVEN THE SMALL

FSO PROMOTION LIST THIS YEAR, I WOULD THINK YOU WOULD WANT TO CHECK WITH STATE DEPT. PERSONNEL TO ASCERTAIN WHETHER SUCH A PERSON IS AVAILABLE BEFORE A LONG-RANGE COMMITMENT IS MADE TO AN OUTSIDER.

5. I HAVE SOME DIFFICULTY IN SEEING HOW A TAIWANESE NATIONAL WITH ONLY CONSULTANT STATUS AND WITHOUT ACCESS TO CLASSIFIED MATERIAL COULD OPERATE AT MAXIMUM IMPACT WITH GOJ, ESPECIALLY MITI, WHERE GREAT BULK OF TFC WORK WILL INEVITABLY BE FOCUSED. IT IS THE KNOWLEDGE THAT OUR REPRESENTATIVES ARE SPEAKING TO GOJ FOR THE U.S. GOVERNMENT THAT CARRIES MOST OF THE WEIGHT FOR ANY OF US. JAPANESE BUSINESS CONNECTIONS ARE LESS USEFUL SINCE BUSINESS HERE DOES NOT OFTEN PREVAIL OVER THE HIGHLY REGARDED AND COMPETENT CAREER PROFESSIONALS IN THE BUREAUCRACY.

6. JAPANESE OFFICIALS MAY SEE SOME POLITICAL PROBLEMS IN DEALING WITH TAIWANESE NATIONAL AS JAPAN-CHINA RELATIONS MOVE INTO NEW PHASE.

7. IN ADDITION I WOULD HAVE TO FIGURE OUT SOME PLAUSIBLE EXPLANATION TO THE U.S. BUSINESS COMMUNITY HERE WITH WHOM WE HAVE COOPERATED SO FRUITFULLY OVER THE YEARS. WU IS NOT A MEMBER OF ACCJ, FOR EXAMPLE, AND THERE WOULD INEVITABLY BE LIMITED OFFICIAL USE

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INITIAL QUESTIONS ABOUT HOW WE WOULD RELATE TO THEM IN GENERAL AND SPECIFICALLY TO THEIR USEFUL TRADE STUDY GROUP WORK.

8. MY PERSONAL EXPERIENCE WITH SPECIAL BILLS FOR CITIZENSHIP DOES NOT MAKE ME VERY SANGUINE ABOUT HOW FAST CONGRESS MIGHT MOVE.

9. I THOUGHT YOU WOULD WANT MY FRANK VIEWS ABOUT THE PROBLEMS I FORESEE. NEVERTHELESS, I TRUST YOUR JUDGMENT AND FEEL SURE WE COULD INTEGRATE WU INTO OUR TEAM AND THAT BILL SHERMAN AND JACK BUTTON COULD GIVE HIM A QUICK COURSE IN HOW TO BE MOST EFFECTIVE. I WOULD WANT HIM TO HAVE CLEARLY ESTABLISHED OFFICIAL CONSULTANT STATUS AND FORMAL ATTACHMENT TO MY STAFF. IF YOU CAN MAKE THE NECESSARY BUREAUCRATIC ARRANGEMENTS AT YOUR END, WE CAN START INTEGRATING HIM INTO PLANS FOR THE BUYING MISSION.
MANSFIELD

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